

FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)
RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED
(Formerly known as Reliance Life Insurance Company Limited)

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 31st March, 2018			For the Quarter ended on 31st March, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	48	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	1	792	4	3	1,308	13
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	31	273,015	4,646	49	539,318	7,530
	Total (A)	32	273,807	4,650	52	540,674	7,543
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	32	273,807	4,650	52	540,674	7,543

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2018			Upto the Quarter ended on 31st March, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	148	2	3	1,567	25
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	6	7,044	26	10	24,125	100
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	137	1,237,495	17,115	167	2,639,659	33,895
	Total (A)	144	1,244,687	17,142	180	2,665,351	34,020
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	144	1,244,687	17,142	180	2,665,351	34,020

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold